



# Digital Product Models

The core of future value chains

April 3rd, 2019

Nils Olsson – Chief Product Officer, Tacton



# Tacton

A global leader in product variance management



MACHINERY



PRODUCTION  
LINES



POWER  
GENERATION



MEDTECH  
EQUIPMENT



HEAVY VEHICLES  
& EQUIPMENT



PROCESSING &  
CONTROL OF  
FLUID & GAS



VERTICAL  
TRANSPORTATION  
SYSTEMS



Poultry Processing Solutions



**BOSCH**  
Invented for life



**SCHUBERT**  
PACKAGING SYSTEMS



**SIEMENS**



**stryker**



DAIMLER



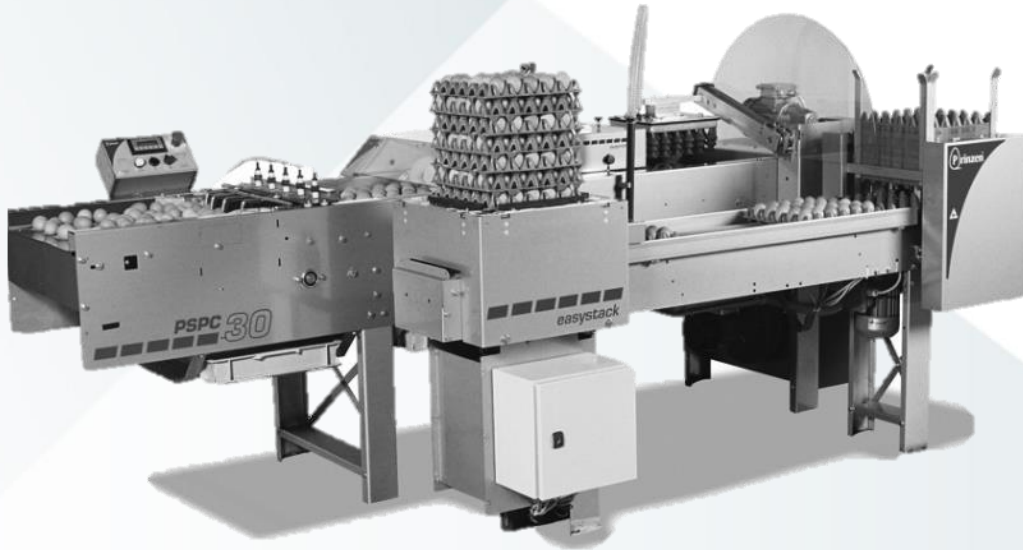
# High product variance drives complexity



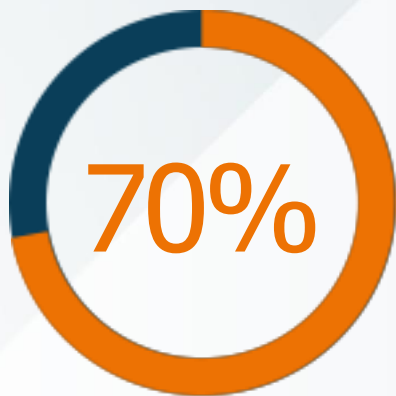
A product with 500  
configurable parts

**10<sup>150</sup>**

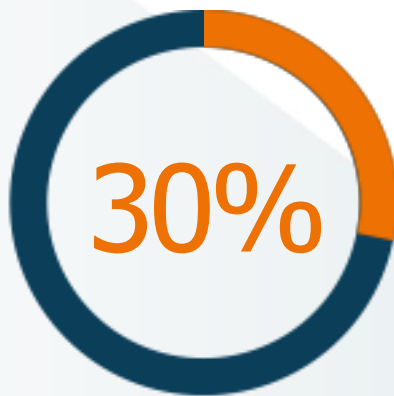
potential solutions



# Common issues



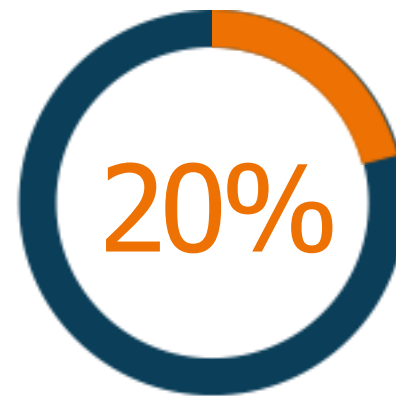
**Of quotes don't  
become orders**



**Of orders taken  
have errors**



**Margin lost in order  
fulfillment**



**Lost revenue due  
to slow time  
-to-volume**

**Not just product variance management**



## **Customer Pain**

Customer needs

Local Regulations

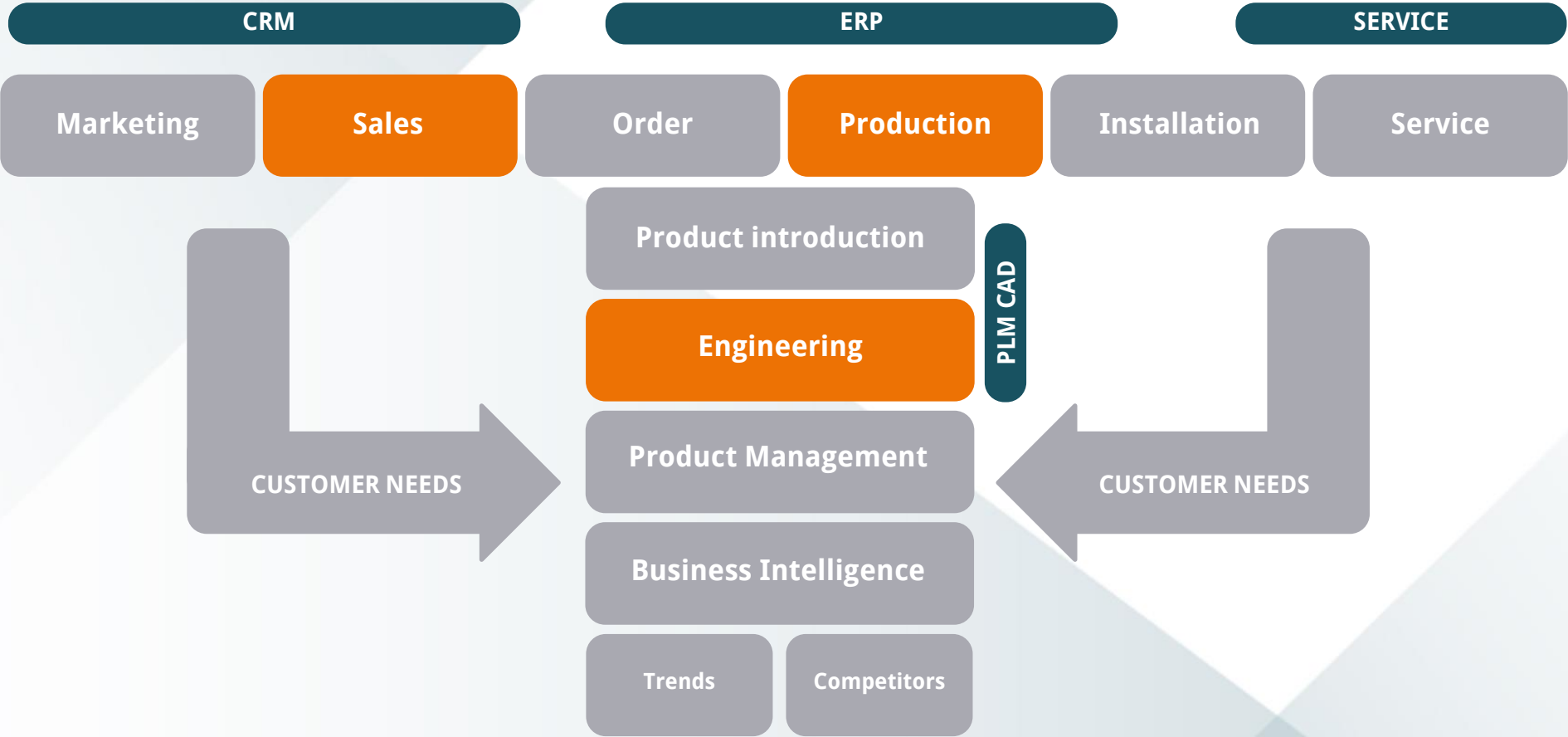
Commercial Rules

Product Capabilities

Supply Chain Requirements

## **Customer Satisfaction**

# Silos of excellence



# Connecting the disjointed views of the product



**Customer self-service**

**Partner sales**

**Direct Sales**

**Product configuration**

**Service agreements**

**Engineering workflows**

**Design Automation**

**Supply Chain**

**Digital product  
model**



# 3D visualization



Show Cabin

Show Interior

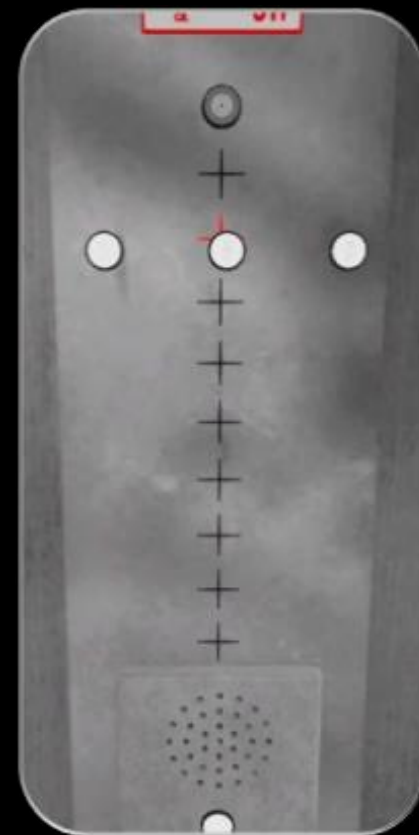
Show Panel



# Augmented Reality



# Layout configuration





# Instant quotes

## 4. INVESTMENT

### 4.1 ONE-TIME INVESTMENT

#### Elevator Executive Summary

Description	Qty	Local List Price [\$]	Deal Discount (%)	Net Price [\$]
Shaft Components	1	2,786.35	0.00%	6,617.7
Engine	1	14,535.0	0.00%	14,535.0
Car Components	1	31,825.95	0.00%	35,757.05
Car Interior	1	1,532.35	0.00%	3,802.19
Car Operating Panel	1	1,019.35	0.00%	1,060.3
Landing Components	1	15,200.0	0.00%	45,600.0
Lift Control System	1	1,687.2	0.00%	1,687.2
Monitoring Components	1	1,515.25	0.00%	1,471.17
Installation project	1	5,757.0	0.00%	23,444.1
Training services	1	380.0	0.00%	380.0
Expert services	1	570.0	0.00%	570.0
Total		170,605.03	0.00%	167,306.63

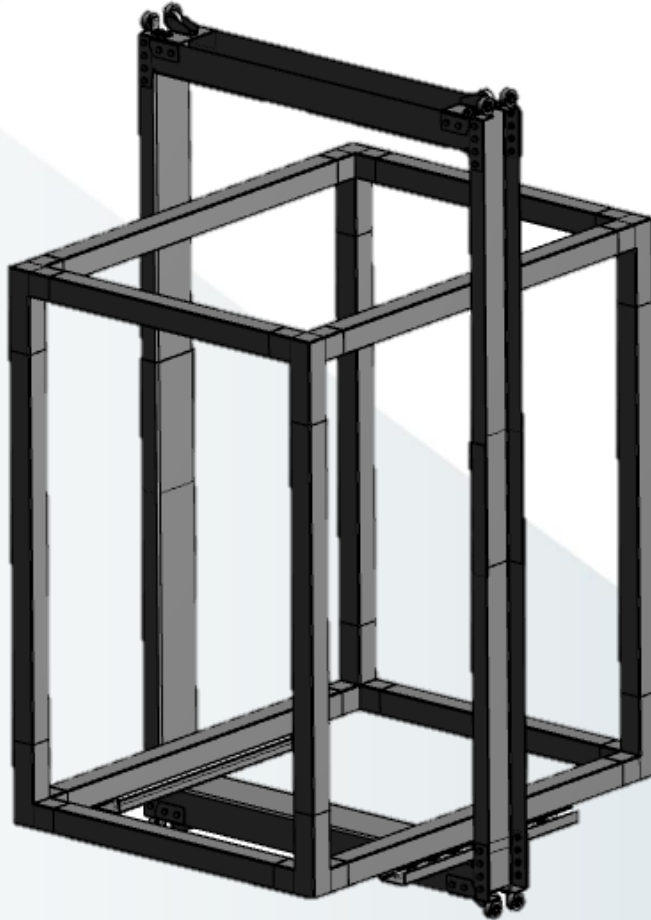
#### Elevator Detailed Pricing

Art nr	Description	Qty	Local List Price [\$]	Deal Discount (%)	Net Price [\$]
Shaft Components					
SP5862	Shaft frame LIGHT X STEEL - 1m	7	570.0	0.00	3,990.0
YK459087G	YK45L Rails 45mm - low noise - 1m	7	31.35	0.00	219.45
M458767	M45 Travelling cable -1m	5	9.5	0.00	47.5
SW766532	Steel wire 5mm - 1m	14	14.25	0.00	199.5
CW127653G	CW12 Counterweights 60x80mm 30kg	1	23.75	0.00	23.75
WP185625B	WP18 endurance pulley: d 598 mm	1	1,710.0	0.00	1,710.0
H47653F	H4 Car hook	1	427.5	0.00	427.5
Total			2,786.35	0.00%	6,617.7
Engine					
DF185625PR	DF18 Gearless motor 4000 kg low speed PREMIUM	1	11,875.0	0.00	11,875.0
AL3576872K	AL35 motor driver	1	2,660.0	0.00	2,660.0
Total			14,535.0	0.00%	14,535.0

# CAD models created and drawings generated

tacton 

Available for engineering change and production



# Full Bill of Material instantly available



Used for production planning and ordering



Configured Product

Elevator solution



OVERVIEW

Item: 00001



BILL OF MATERIALS



PRICING



APPROVALS

0 & 0



CAD AUTOMATION

Files

## BoM Editor

Article number	Flags	Description	Qty	Material Category	Lead Time (days)	Order Fulfillment status (ERP)	Estimated Shipping Date
Shaft Components			1				
SP5862		Shaft frame LIGHT X STEEL - 1m	7				
YK459087G		YK45L Rails 45mm - low noise - 1m	7				
M458767		M45 Travelling cable -1m	5				
SW766532		Steel wire 5mm - 1m	14				
CW127653G		CW12 Counterweights 60x80mm 30kg	1				
WP185625B		WP18 endurance pulley: d 598 mm	1				
H47653F		H4 Car hook	1				
Engine			1				
DF185625PREMIUM		DF18 Gearless motor 4000 kg low speed PREMIUM	1				
AL3576872K		AL35 motor driver	1				
Car Components			1				
MO442662		MO Car frame - max capacity 3500 kg	1				
BE10676752		Beam 100x100 with machined ends - 1m	12				
CP785245		Standard corner piece	8				

Current State

Design

Delete

Refresh ERP info

ERP status

Updated

ERP info refreshed at

2019-04-03 12:56



**MAKE**  
WHAT YOUR CUSTOMERS NEED